

## What's the Difference...

### Between the different types of Determinations made by the Procurement Officer?

Type of Procurement	Bidders/Offerors *	Bids/Proposals **
COMPETITIVE SEALED BIDDING	<i>Same for ALL</i>  <i>Bidders must be determined to be responsible or not responsible</i>	Bids must be determined to be responsive or non-responsive
MULTI-STEP COMPETITIVE SEALED BIDDING	<i>Bidders must be determined to be responsible or not responsible</i>	Step 1 - Technical Offers must be determined to be acceptable or unacceptable. Step 2 - If the Technical Offer is determined to be acceptable, the Bid is opened and a determination is made on the Bid, as above (responsive or non-responsive).
COMPETITIVE SEALED PROPOSALS	<i>Offerors must be determined to be responsible or not responsible</i>	Proposals must be determined to be reasonably susceptible of being selected for award or not reasonably susceptible of being selected for award. (The concept of responsiveness is not used in CSP Procurements.) ***

*Note: \* Bidders/Offerors refers to the entity/vendor only - not the response. \*\* Bids/Proposals refers to the response/offer received only - not the vendor.*

*\*\*\* Typically a "not reasonably susceptible of being selected for award" determination is not made lightly and occurs after discussions and opportunities to cure have taken place.*

*In order for a vendor to be in consideration for award - positive determinations must be made for both the vendor and the response. However, a negative determination for either the vendor or the response causes the vendor to no longer be considered for award.*

*Refer to COMAR 21.05.02.13, COMAR 21.05.02.17C, COMAR 21.05.03.03, and COMAR 21.06.01.01*